

# The Defense Logistics Agency



**2006 Veteran's & Service-  
Disabled Veteran-Owned Small  
Business Conference**



# The DLA Enterprise

**FY04 Sales/Services: \$28B**  
**FY05 Sales/Services: \$31.8B**  
**FY06 Sales/Services: \$35.5B**  
**FY07 Sales Projected: \$34.4**

- **Land/Maritime: \$3.3B**
- **Aviation: \$3.6B**
- **Troop Support: \$12.9B**
- **Energy: \$11.0B**
- **Distribution: \$2.5B**
- **Other: \$1.0B**
- **~95% of Services' repair parts**
- **100% of Services' subsistence, fuels, medical, clothing & textile, construction & barrier materiel**

## Scope of Business

- **54,000 Requisitions/Day**
- **8,200 Contracts/Day**
- **#58 Fortune 500 – Above Sprint Nextel**
- **#2 in Top 50 Distribution Warehouses**
- **26 Distribution Depots**
- **5.2 Million Items – eight supply chains**
- **25M Annual Receipts and Issues**
- **1411 Weapon Systems Supported**
- **132.8M Barrels Fuel Sold**
- **\$14.6B Annual Reutilizations/Disposals**

## People

- **20,805 Civilians**
- **519 Active Duty Military**
- **668 Reserve Military**
- **Located in 48 States/28 Countries**

## PTACs

- **92 Centers, 47 states**
- **How to get Gov't contracts**
- **<http://www.dla.mil/db/>**



# DLA Acquisition At A Glance

**FY06 Obligated Dollars: \$28.1B**  
**FY06 Actions<sup>1</sup>: 592,933**

## FY06 Competition Performance

- Actions: 90.5%
- Dollars: 91.3%

## FY06 HQ Oversight

- PMRs: 6
- Contract Reviews: 65
- Integrated Acquisition Review Boards: 9
- Advanced Acquisition Planning Templates: 39

## FY06 Small Business Performance

- SB % of Total Dollars: 43.9%
- Total SB Dollars: \$8.9B
  - HUBZone SB 2.2%
  - Small Disadvantaged Business 4.8%
  - Women-Owned SB 5.1%
  - Service Disabled Veteran-Owned SB 0.43%

## FY 06 Performance-based Contracting

- Actions: 11,932<sup>2</sup>
- Dollars: \$750.8M (46.7%)

## Acquisition Workforce

- Contracting: 2,305
- Purchasing: 186
- Acquisition Logistics: 16
- System Planning: 17
- Program Managers: 6

## IT Acquisitions

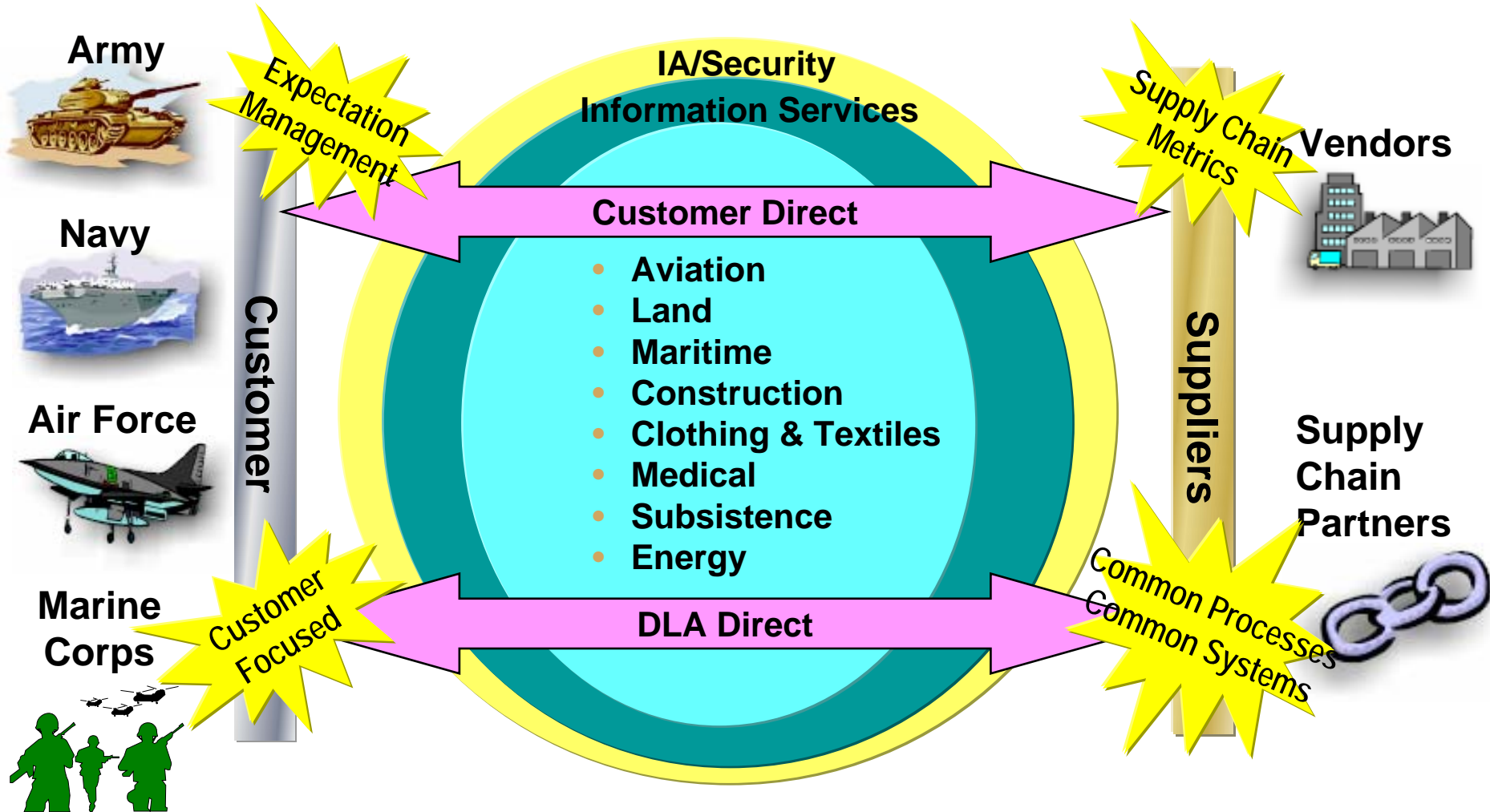
- ACAT IA: 2
- ACAT III: 7

<sup>1</sup> Actions < \$2,500 no longer reported; Subsistence roll-up in BSM.

<sup>2</sup> Actions < \$25K included.



# Supply Chain Management...





# How DLA Finds Small Business Sources

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- **Procurement History files**
- **CCR Dynamic Small Business Search**
- **Conferences**
- **Counseling**



# Small Business Resources

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- **DLA website: <http://www.dla.mil/db/>**
  - List of buying activities, commodities, SADBUs
  - “How to Do Business with DLA”
  - Links to other websites
- **DLA Associate Directors of Small Business**
- **Procurement Technical Assistance Centers**



# Getting Started

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- From websites, identify who buys the products or services you sell
- Talk to your local PTAC for help on researching and approaching potential buyers
- If you offer a DLA product or service, contact the Associate Director of Small Business at the buying activity
- Ask about opportunities for:
  - 8(a) contracts (IF you're 8(a))
  - Set-asides: HUBZone, SDVOSB, Small Business,
  - Full and open competition
- BID



# Summary

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- DLA is a major supplier of consumable supplies to the Military
- We are a great potential market for small business suppliers
- We are looking for Service-Disabled, Veteran-Owned Small Business Suppliers